

Message Text

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41

ACTION COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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R 250930Z SEP 73

FM AMCONSUL LUBUMBASHI

TO SECSTATE WASHDC 1377

INFO AMEMBASSY KINSHASA

AMEMBASSY LUSAKA

AMCONSUL KISANGANI UNN

AMCONSUL BUKAVU UNN

UNCLAS LUBUMBASHI 0345

FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, CG

SUBJECT: MINING EQUIPMENT TRADE MISSION

REF: STATE 170398; LUBUMBASHI 336

1. FURTHER DISCUSSIONS WITH GECAMINES PERSUADE US THAT OPTIMUM PERIOD FOR U.S. SALES EFFORTS IN MINING EQUIPMENT WILL FALL DURING THE NEXT SIX MONTHS, LIKELY EARLIER THAN LATER.

2. GECAMINES THINKING RE MAJOR PURCHASES OF EQUIPMENT AND TECHNIQUE FOR NEW FIVE YEAR EXPANSION PLAN (WHICH IT HOPES WILL SHORTLY BE APPROVED IN KINSHASA) IS ALREADY FAR ALONG. SOME DECISIONS ARE ALREADY SET, CONTINUED RELIANCE ON US SUPPLIERS FOR BIG OPEN-PIT ITEMS. OTHER ITEMS, PARTICULARLY IN METALLURGY, ARE STILL OPEN SUCH AS:

- A) CONCENTRATORS,
- B) AUTOGENOUS GRINDERS, SUCH AS HARDING,
- C) FLOTATION MACHINES, E.G.; WEBCO, GALLAGHER,
- D) SLURRY PUMPS, E.G., HYDROSEAL.

(COMPANY NAMES ABOVE CITED BY GECAMINES AS ILLUSTRATIVE
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OF TYPE OF EQUIPMENT, NOT NECESSARILY AS EXPRESSION OF

PREFERENCE.)

3. US FIRMS, SUCH AS GARDNER-DENVER AND INGERSOLL-RAND ARE WELCOME BUT FACT COMPETITION FROM HIGHLY REGARDED SWEDISH FIRMS FOR DRILLS, COMPRESSORS AND UNDERGROUND TRANSPORTERS.

4. GECAMINES HAS UNDERTAKEN TO PROVIDE US SHORTLY WITH MORE INFORMATION ON MATERIAL THEY ARE INTERESTED IN AND ON TIMING OF PURCHASE DECISIONS. PENDING RECEIPT AND REVIEW OF THAT INFORMATION, HOWEVER, WE BELIEVE SALES EFFORT PROPOSED FOR NEXT SPRING (REF A) MIGHT MISS GECAMINES BOAT. THE TIME FOR AMERICAN FIRMS TO COME HERE AND SELL HARD WOULD APPEAR TO BEGIN NOW. JUNIOR

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 SEP 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973LUBUMB00345
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: LUBUMBASHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730913/aaaaaiyy.tel
Line Count: 75
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 170398; LUBUMBASHI 336
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 01 OCT 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01-Oct-2001 by maustmc>; APPROVED <06 MAR 2002 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MINING EQUIPMENT TRADE MISSION
TAGS: BEXP, CG
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005